

Commonwealth of Massachusetts  
Department of Telecommunications and Energy  
Fitchburg Gas and Electric Light Company d/b/a Unitil  
Docket No: D.T.E. 04-1  
DTE's First Set of Document and Information Requests

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**Request No. DTE-FG&E-1-6**

Please provide information on reverse migration experienced by the Company during the period 1996-present on a seasonal basis (heating and non-heating seasons) as depicted in attached Table 2: "Reverse Migration."

**Response:**

Please see Attachment DTE-FG&E-1-6.

**Person Responsible:** Richard MacInnis

**Date:** June 9, 2004

Table 2: Reverse Migration

\*No reverse migration until November 2000

\*\*No marketers are serving Residential customers

\*\*\*Customer that no longer has supplier service and is now supplied by Unitil is continually tracked as a re

\*\*\*\*The customer count is the maximum number of migrating customer.

There may be customer counts that are different within the heating or non-heating seasons.

Season-Year	Capacity Exempt			Non-Capacity Exempt		
	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer
2000- 2001 Heating						
R1,R2						
R3, R4						
C&I LLF GRS/small						
C&I LLF GRS/medium						
C&I LLF GRS/large						
C&I LLF GRS/Xlarge						
C&I HLF GRS/small						
C&I HLF GRS/medium						
C&I HLF GRS/large				1 7%	64,566 46.1%	64,566
C&I HHF GRS/Xlarge						
Total						

Season-Year	Capacity Exempt			Non-Capacity Exempt		
2001 Non-Heating	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer
R1,R2						
R3, R4						
C&I LLF GRS/small						
C&I LLF GRS/medium						
C&I LLF GRS/large						
C&I LLF GRS/Xlarge						
C&I HLF GRS/small						
C&I HLF GRS/medium						
C&I HLF GRS/large				1 8%	77,217 9.4%	77,217
C&I HHF GRS/Xlarge						
Total						

Season-Year	Capacity Exempt			Non-Capacity Exempt		
	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer
2001-2002 Heating						
R1,R2						
R3, R4						
C&I LLF GRS/small						
C&I LLF GRS/medium						
C&I LLF GRS/large						
C&I LLF GRS/Xlarge						
C&I HLF GRS/small						
C&I HLF GRS/medium						
C&I HLF GRS/large	1 9%	1,487 0.1%	1,487			
C&I HHF GRS/Xlarge						
Total						

Season-Year	Capacity Exempt			Non-Capacity Exempt		
2002 Non-Heating	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer
R1,R2						
R3, R4						
C&I LLF GRS/small						
C&I LLF GRS/medium	1 0.5%	115 0.2%	115			
C&I LLF GRS/large	1 6.7%	1624 4.4%	1624	1 6.7%	1176 3.2%	
C&I LLF GRS/Xlarge						
C&I HLF GRS/small						
C&I HLF GRS/medium				1 1.4%	271 0.5%	271
C&I HLF GRS/large				2 20%	30422 30.5%	15211.2
C&I HHF GRS/Xlarge						
Total						

Season-Year	Capacity Exempt			Non-Capacity Exempt		
	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer
2002- 2003 Heating						
R1,R2						
R3, R4						
C&I LLF GRS/small						
C&I LLF GRS/medium				2 1.0%	4289 1.2%	2144
C&I LLF GRS/large				2 13.3%	34900 16.4%	17450
C&I LLF GRS/Xlarge						
C&I HLF GRS/small						
C&I HLF GRS/medium				2 2.7%	2850 4.1%	1425
C&I HLF GRS/large				2 22.2%	43183 27.7%	21592
C&I HHF GRS/Xlarge						
Total						

Season-Year	Capacity Exempt			Non-Capacity Exempt		
2003 Non-Heating	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer
R1,R2						
R3, R4						
C&I LLF GRS/small				1 0.1%	4 0.0%	4
C&I LLF GRS/medium				6 3.0%	981 1.8%	164
C&I LLF GRS/large				4 26.7%	7833 29.3%	1958
C&I LLF GRS/Xlarge						
C&I HLF GRS/small						
C&I HLF GRS/medium				5 6.6%	3843 8.1%	769
C&I HLF GRS/large				3 30.0%	28745 32.7%	9582
C&I HHF GRS/Xlarge						
Total						

Season-Year	Capacity Exempt			Non-Capacity Exempt		
2003 2004 Heating	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer	Number of Customers / % over Total Consumer Class	Volume (MMBtu) / % over Total Consumer Class	Average Use per Customer
R1,R2						
R3, R4						
C&I LLF GRS/small				1 0.1%	324 0.2%	324
C&I LLF GRS/medium	1 0.5%	975 0.3%	975	15 7.4%	24883 7.4%	1659
C&I LLF GRS/large				4 28.6%	31165 20.8%	7791
C&I LLF GRS/Xlarge						
C&I HLF GRS/small						
C&I HLF GRS/medium				11 14.7%	12978 18.9%	1180
C&I HLF GRS/large				3 27%	49851 33.4%	16617
C&I HHF GRS/Xlarge						
Total						



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**Request No. DTE-FG&E-1-7**

Please provide information on marketers serving the Company's service territory during the period 1996-present on a seasonal basis (heating and non-heating seasons) as depicted in Table 3: "Active Marketers."

**Response:**

Please see Attachment DTE-FGE-1-7.

**Person Responsible:** Richard MacInnis

**Date:** June 9, 2004

**Table 3: Active Marketers**

**\* No marketers served customers prior to 1999**

Season-Year	Volume		Active Period	
Non-Heating 1999	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Providence Energy	14,897	7%	10/1/1999	10/31/1999
Total	14,897	7%		

Season-Year	Volume		Active Period	
Heating 1999- 2000	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Providence Energy	199,605	9%	11/1/1999	4/30/2000
Total	199,605	9%		

Season-Year	Volume		Active Period	
Non-Heating 2000	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Providence Energy	114,335	14%	5/1/2000	10/31/2000
Total	114,335	14%		

Season-Year	Volume		Active Period	
Heating 2000-01	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Providence Energy	22,570	1%	11/1/2000	11/30/2000
Adams Energy	9,492	0.5%	2/1/2001	4/30/2001
Amerada Hess	167,760	8%	12/1/2000	4/30/2001
Select Energy	8,077	0.4%	12/1/2000	4/30/2001
Sprague Energy	3,637	0.2%	1/1/2001	3/31/2001
Total	211,536	10%		

Season-Year	Volume		Active Period	
Non-Heating 2001	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Adams Energy	9,502	2%	5/1/2001	10/31/2001
Amerada Hess	112,779	18%	5/1/2001	10/31/2001
Select Energy	3,698	1%	5/1/2001	10/31/2001
Sprague Energy	0	0%	5/1/2001	10/31/2001
Total	125,979	20%		

Season-Year	Volume		Active Period	
Heating 2001-2002	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Adams Energy	36,445	2%	11/1/2001	4/30/2002
Amerada Hess	271,682	16%	11/1/2001	4/30/2002
Select Energy	23,760	1%	11/1/2001	4/30/2002
Sprague Energy	0	0%	11/1/2001	4/30/2002
Total	331,887	20%		

Season-Year	Volume		Active Period	
Non-heating 2002	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Adams Energy	20,768	2%	5/1/2002	10/31/2002
Amerada Hess	63,949	6%	5/1/2002	10/31/2002
Select Energy	3,532	0.4%	5/1/2002	10/31/2002
Sprague Energy	230,918	23%	5/1/2002	10/31/2002
Total	88,248	9%		

Season-Year	Volume		Active Period	
Heating 2002-2003	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Adams Energy	91,519	4%	11/1/2001	4/30/2002
Amerada Hess	135,192	7%	11/1/2001	4/30/2002
Select Energy	54,282	3%	11/1/2001	4/30/2002
Sprague Energy	18,264	1%	11/1/2001	4/30/2002
Total	280,993	14%		

Season-Year	Volume		Active Period	
2003 Non-Heating	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Adams Energy	75,398	10%	5/1/2003	10/31/2003
Amerada Hess	97,022	13%	5/1/2003	10/31/2003
Select Energy	53,016	7%	5/1/2003	10/31/2003
Sprague Energy	169,765	24%	5/1/2003	10/31/2003
Global Energy	259	0.04%	10/1/2003	10/31/2003
Total	225,437	31%		

Season-Year	Volume		Active Period	
	MMBtu / Total transp. Volume	Percentage on total Company's sendout	Entering Date	Exiting Date
Heating 2003-2004				
			11/1/2003	4/30/2004
			11/1/2003	4/30/2004
			11/1/2003	4/30/2004
			11/1/2003	4/30/2004
			11/1/2003	4/30/2004
Total	677,420	36%		

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**Request No. DTE-FG&E-1-8**

Please compute the median time period of marketers, serving the Company' service territory, during the period 1996 to present.

**Response:**

There were no marketers serving in the Unitil distribution area, prior to October, 1999.

From October 1, 1999 through November 30, 2000	Marketer A
From December 1, 2000 to February 8, 2004	Marketer B
From January 19, 2001 to present	Marketer C
From August 9, 1999 to present	Marketer D
From January 16, 2001 to May 10, 2004	Marketer E
From October 28, 2003 to present	Marketer F

The median time period that marketers have served the company service territory is 3.25 years.

**Person Responsible:** Richard MacInnis

**Date:** June 9, 2004

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**Request No. DTE-FG&E-1-9**

Describe all the activities directed to both consumers and marketers that the Company undertook to facilitate the transition to a competitive market since the 1999 Unbundling order issued by the Department.

**Response:**

The following activities were implemented by Fitchburg Gas and Electric Light Company to facilitate the transition to a competitive market:

- Establishment and maintenance of a web site on restructuring. The web site has information for customers – with an overview of restructuring, and gas suppliers – with customer accounting, capacity, gas allowance, gas supplier service agreements and regulatory filings.
- Numerous bill inserts and messages, educating and updating customers on unbundling.
- Ongoing key account education and guidance, including email and personal contacts, aimed at helping large C&I customers understand their choices and help navigate the transition.
- Meetings among the LDC and gas suppliers in 2000 and 2001 to coordinate our efforts on behalf of the customers. A meeting was scheduled in December 2002, but was cancelled due to lack of response. Fitchburg met individually with the one supplier that wished to discuss marketing in Fitchburg's service area. There was no interest from suppliers for a 2003 meeting.

**Person Responsible:** Richard MacInnis

**Date:** June 9, 2004

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**Request No. DTE-FG&E-1-10**

Please provide the following information for the period January 2003 through December 2003:

- (a) the Company's peak day load to serve both firms sales and firm transportation customers;
- (b) volume (in MMBtu) and percentage of peak day load to serve firm transportation customers over the Company's peak day load (obtained in part a);
- (c) volume (in MMBtu) and percentage of the Company's peak day load (obtained in part A) that would come up for renewal over the next five years;
- (d) incremental capacity needs (in MMBtu) anticipated by the Company for the next five years;
- (e) compute the sum of volume obtained in parts C and D above and compute the percentage of the resulting volume with respect to the Company's 2003 peak day load.

**Response:**

- (a) January 21, 2003, was Unitil's peak load day, at 21,053 MMBtu's.
- (b) 1,282 MMBtu's are required to serve Unitil's firm transportation customers, which is 6.1% of the total Unitil load for January 21, 2003.
- (c) Unitil has 14,057 MMBtus of pipeline capacity, 100% of which will come up for renewal over the next five years. Unitil peaking facilities make up for any difference in pipeline capacity and total sendout. The pipeline capacity of 14,057 MMBtus represented 66.8% of the January 21, 2003, peak day load of 21,053 MMBtus.
- (d) Unitil will use its own peaking facilities to supply any incremental supply needs over the next five years. On January 21, 2003, the supply needed was 21,053 MMBtus for all customers on the Unitil system; Unitil's planning criteria for a peak day in year 2003 was 22,025 MMBtu based on a 70 degree day. The January 21, 2003, peak came on a 57 degree day. In Unitil's most recently filed integrated resource plan (filed on October 31, 2003 in Docket DTE 03-52) the peak day was expected to grow to 22,457 MMBtus by the end of 2007.
- (e) As stated in (c) above, 100% of Unitil's pipeline capacity of 14,057 MMBtus is up for renewal over the next five years, which represented



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66.8% of the January 21, 2003, peak day load throughput of 21,053 MMBtus. The difference in throughput between pipeline capacity and peak load over the next five years will be met by Unitil's peaking facilities. The first renewal election Unitil will need to make regarding pipeline capacity is by March 31<sup>st</sup>, 2005.

**Person Responsible:** Richard MacInnis

**Date:** June 9, 2004

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**Request No. DTE-FG&E-1-11**

Please provide information on switching activities (transfers from marketer to marketer) for the period 1996-present on a seasonal basis (heating and non-heating seasons) as it is depicted in attached Table 4: "Switching Activity."

**Response:**

Please see Attachment DTE-FGE-1-11.

**Person Responsible:** Richard MacInnis

**Date:** June 9, 2004

Table 4: Switching Activity

\*No Switching activity until June 1, 2002

\*\* This incorporates only transport customers

Season-Year	Capacity Exempt			Non-Capacity Exempt		
	Number of Customers / % over Total Transp. In Consumer Class	Volume (MMBtu) / % over Total Transp. In Consumer Class	Average Use per Customer	Number of Customers / % over Total Transp. In Consumer Class	Volume (MMBtu) / % over Total Transp. In Consumer Class	Average Use per Customer
2002 Non-heating						
R1,R2						
R3, R4						
C&I LLF GRS/small				1 50.0%	85 68.9%	85
C&I LLF GRS/medium				3 14.3%	1068 13.2%	356
C&I LLF GRS/large	1 20.0%	1068 0.9%	1068			
C&I LLF GRS/Xlarge	N/A	N/A	N/A	N/A	N/A	N/A
C&I HLF GRS/small						
C&I HLF GRS/medium						
C&I HLF GRS/large				4 100.0%	38257 98.9%	9564
C&I HHF GRS/Xlarge	N/A	N/A	N/A	N/A	N/A	N/A
Total	1	1068	1068	8	39410	10006

Season-Year	Capacity Exempt			Non-Capacity Exempt		
02-03 Heating	Number of Customers / % over Total Transp. In Consumer Class	Volume (MMBtu) / % over Total Transp. In Consumer Class	Average Use per Customer	Number of Customers / % over Total Transp. In Consumer Class	Volume (MMBtu) / % over Total Transp. In Consumer Class	Average Use per Customer
R1,R2						
R3, R4						
C&I LLF GRS/small						
C&I LLF GRS/medium						
C&I LLF GRS/large				1 25.0%	9928 13.4%	9928
C&I LLF GRS/Xlarge	N/A	N/A	N/A	N/A	N/A	N/A
C&I HLF GRS/small						
C&I HLF GRS/medium						
C&I HLF GRS/large	1 33.3%	18655 36.2%	18655			
C&I HHF GRS/Xlarge	N/A	N/A	N/A	N/A	N/A	N/A
Total	1	18654.977	18654.977	1	9928.405	9928.405

Season-Year	Capacity Exempt			Non-Capacity Exempt		
	Number of Customers / % over Total Transp. In Consumer Class	Volume (MMBtu) / % over Total Transp. In Consumer Class	Average Use per Customer	Number of Customers / % over Total Transp. In Consumer Class	Volume (MMBtu) / % over Total Transp. In Consumer Class	Average Use per Customer
2003 Non-Heating						
R1,R2						
R3, R4						
C&I LLF GRS/small						
C&I LLF GRS/medium				1 5.6%	575 11.8%	575
C&I LLF GRS/large				1 33.3%	7067 52.0%	7067
C&I LLF GRS/Xlarge	N/A	N/A	N/A	N/A	N/A	N/A
C&I HLF GRS/small						
C&I HLF GRS/medium						
C&I HLF GRS/large				2 40.0%	4474 9.1%	2237
C&I HHF GRS/Xlarge	N/A	N/A	N/A	N/A	N/A	N/A
	0	0	0	4	12116	9879
Total						

Season-Year	Capacity Exempt			Non-Capacity Exempt		
03-04 Heating	Number of Customers / % over Total Transp. In Consumer Class	Volume (MMBtu) / % over Total Transp. In Consumer Class	Average Use per Customer	Number of Customers / % over Total Transp. In Consumer Class	Volume (MMBtu) / % over Total Transp. In Consumer Class	Average Use per Customer
R1,R2						
R3, R4						
C&I LLF GRS/small						
C&I LLF GRS/medium						
C&I LLF GRS/large	1 33.3%	5510 9.6%	5510			
C&I LLF GRS/Xlarge	N/A	N/A	N/A	N/A	N/A	N/A
C&I HLF GRS/small						
C&I HLF GRS/medium						
C&I HLF GRS/large						
C&I HHF GRS/Xlarge	N/A	N/A	N/A	N/A	N/A	N/A
Total	1	5510	5510	0	0	0